

Message Text

UNCLASSIFIED

PAGE 01 MUNICH 01912 081504Z

41

ACTION EB-07

INFO OCT-01 EUR-12 IO-10 ISO-00 SP-02 AID-05 NSC-05

CIEP-02 TRSE-00 SS-15 STR-04 OMB-01 CEA-01 COME-00

MC-02 CIAE-00 INR-07 NSAE-00 L-03 OPIC-06 XMB-04 /087 W

----- 009871

R 081328Z SEP 75

FM AMCONSUL MUNICH

TO SECSTATE WASHDC 6171

USMISSION EC BRUSSELS

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGE

AMEMBASSY DUBLIN

AMEMBASSY THE HAGUE

AMEMBASSY LONDON

AMEMBASSY LUXEMBOURG

AMEMBASSY PARIS

AMEMBASSY ROME

AMCONSUL MILAN

USDEL MTN GENEVA

UNCLAS MUNICH 1912

E.O. 11652: N/A

TAGS: EGEN, EEC, GW

SUBJECT: SIEMENS NEGOTIATING DEMISE OF UNIDATA

SUMMARY

1. N.V. PHILLIPS, DUTCH PARTNER IN UNIDATA, IN INTERVIEW
PUBLISHED IN NEW YORK HERALD TRIBUNE, SEPTEMBER 4, 1975, IMPLIED
THAT SIEMENS AND CII WERE NEGOTIATING A NEW COOPERATION AGREEMENT.
SIEMENS HAS CONFIRMED IN STRONG TERMS FACT THAT THEY ARE
NEGOTIATING DEMISE OF UNIDATA. END SUMMARY.

2. ONGOING NEGOTIATIONS NOW BEING HELD BETWEEN SIEMENS AND CII/
HONEYWELL BULL WILL DETERMINE THE DISTRIBUTION OF ALL REMAINING
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MUNICH 01912 081504Z

ASSESTS OF UNIDATA. PHILLIPS HAS PARTICIPATED IN THESE

NEGOTIATIONS AND WILL RECEIVE A PROPORTIONATE SHARE. PHILLIPS
WITHDRAWAL FROM UNIDATA WILL BE ON SAME BASIS AS OTHER PARTNERS.

3. FREBZUNE INDICATED TO SIEMENS DESIRE TO REORGANIZE
UNIDATA WITH CII/BULL PARTICIPATION. THIS UNACCEPTABLE TO SIEMENS
AND APPARENTLY TO PHILLIPS. SIEMENS CONSIDERS ONLY SOLUTION IS
DISSOLUTION OF UNIDATA, WITH DISTRIBUTION OF ASSETS. PHILLIPS
AGREED, BUT FACES LABOR UNION AND PERSONNEL PROBLEMS AS A
RESULT.

4. SIEMENS REITERATED IN STRONG TERMS FACT THAT IT HAS NO
DESIRE TO ENTER INTO ANY SORT OF COOPERATION AGREEMENT WITH
CII/BULL BEFORE DISSOLUTION OF UNIDATA FINALIZED. FOLLOWING
DEMISE OF UNIDATA, SIEMENS MAY CONSIDER SOME OF CII/BULL PROPOSALS.
WHETHER THIS COULD INCLUDE THE ESTABLISHMENT OF BILATERAL COR-
PORATION OR MERELY EXCHANGE OF INFORMATION/PATENTS, ETC., HAS
NOT YET BEEN DECIDED BY SIEMENS DIRECTORATE.

5. COMMENT: SIEMENS IS ANXIOUS TO GET OUT OF UNIDATA AS SOON
AS POSSIBLE SO IT CAN PURSUE OTHER BUSINESS OFFERS. IT WOULD
STILL LIKE TO ARRANGE WORKING RELATIONSHIP WITH UNIVAC;
IT WOULD CONSIDER HONEYWELL/BULL IF SOME SORT OF DEAL WITH
UNIVAC NOT POSSIBLE. WHILE SIEMENS REAPED LARGEST HARVEST
FROM UNIDATA OF THE THREE PARTNERS, IT FEELS IT WAS BURNED IN
EARLIER DEAL WITH RCA. ONE SHOULD EXPECT SIEMENS TO TEST
WATER CAREFULLY BEFORE IT BECOMES INVOLVED WITH ANOTHER
PARTNER IN THE MEDIUM TO LARGE SIZE COMPUTER FIELD.
SPIVACK

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ECONOMIC COOPERATION, AGREEMENTS, PRESS CONFERENCES, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 08 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MUNICH01912
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750310-0228
From: MUNICH
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750971/aaaackzv.tel
Line Count: 89
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 28 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 MAR 2003 by MaustMC>; APPROVED <28 JAN 2004 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SIEMENS NEGOTIATING DEMISE OF UNIDATA SUMMARY
TAGS: EGEN, GE, EEC, UNIDATA, (PHILLIPS, N V)
To: STATE EC BRUSSELS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006